

Sales Engineer (Building Services)

Job Description

Job Title	Sales Engineer (Building Services)	Date	18th October 2009
Reports to	Sales Manager (Building Services)	Location	Romsey
Reports	Nick Brent		

Acoustica Manufacturing are a small (27 staff) but growing manufacturing company producing innovative noise and vibration control equipment. We have an excellent reputation for quality and expediency within our field and have only received two manufacturing quality complaints in the last four years. We are currently looking to expand all operations to take advantage of some newly registered patent applications that have reinforced our brand values, for innovation.

The business manufactures all its products from raw commodities, without sub-contracting. Our core competencies include CNC auto material load punching, eight axis material CNC folding, PNC metal spinning, facilitated by over £2.0M worth of equipment.

We have a stable and reliable core of operatives and supervisory staff, and remunerate our hourly paid staff at above average rates.

We are looking to re-organise our sales teams into four different areas and now have a vacancy for a motivated sales engineer to expand our building services sales operation and develop long term relationships with Contractors and consultants based around our innovative products and excellent service levels.

Summary of the Role

- Ensure that quotations deadlines are met and quality controls are in place.
- Plan ahead for future opportunities, and efficiently exploit market leading products.
- Liaise with and develop relationships with senior client management and consulting engineers.
- Assist in developing a team of sales staff in the most effective manner to meet targets.
- Maintain relevant sales intelligence databases.
- Foster a 5s Kaizen culture.

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Skills Required:

1. To be self motivated.
2. Ability to meet demanding targets, whilst operating in an organised professional manner and to remain calm under pressure.
3. Good communication skills, particularly the ability to influence and persuade others, and write concise reports.
4. IT skills required include the use and knowledge of MRP, MS Office. Database experience an advantage.
5. Organizational flair.
6. An understanding of how important customer service is within the wider interests of the business.
7. Understanding of modern progressive sales management techniques.

Personality Preferred:

- 1 Intellectual free thinking and confidence in execution.
- 2 Credible.
- 3 Comfortable in dealing with larger company executives.
- 4 Reliable.
- 5 Determined.
- 6 Focused on customer service and quality
- 7 Tidy and well presented.